

May 28, 2019

To  Listing Department, <b>NATIONAL STOCK EXCHANGE OF INDIA LIMITED</b> Exchange Plaza, Bandra Kurla Complex, Bandra (E), <b>MUMBAI -400 051</b>  <b>Company Code No. AUROPHARMA</b>	To  The Corporate Relations Department <b>BSE LIMITED</b> Phiroz Jeejeebhoy Towers, 25 <sup>th</sup> floor, Dalal Street, <b>MUMBAI -400 001</b>  <b>Company Code No. 524804</b>
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Dear Sirs,

**Sub: Investors/Analysts Presentation**

Please refer to our letter dated May 24, 2019, wherein we have intimated the schedule of Investors/Analysts call on May 29, 2019. In this connection, we enclose herewith the presentation on the Audited Financial Results of the Company for the financial year ended March 31, 2019.

The presentation is also being uploaded on the website of the Company –

<https://www.aurobindo.com/investors/results-reports-presentations/investor-presentations/>

Please take the information on record.

Thanking you,

Yours faithfully,  
**For AUROBINDO PHARMA LIMITED**

  
**B. Adi Reddy**  
Company Secretary





**AUROBINDO**  
Committed to healthier life!

**LEADING VERTICALLY INTEGRATED GENERIC PLAYER**

**Q4FY18-19 Earnings Presentation**



# Safe Harbor Statement

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This presentation is provided for informational purposes only and does not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for any interest in or securities of Aurobindo Pharma, nor shall it, or any part hereof, form the basis of, or be relied on in connection with, any contract therefore.

This presentation contains statements that constitute “forward looking statements” including and without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance.

While these forward looking statements represent our judgment and future expectations concerning the development of our business, such statements reflect various assumptions concerning future developments and a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, regulatory and legislative developments, and other key factors that we have indicated could adversely affect our business and financial performance.

Aurobindo Pharma undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances.

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# Consolidated Financial Highlights – Q4FY19 & FY19

## Q4FY19 Performance

- Revenue from operations at INR 5,292.2 crore, witnessed a strong growth of 30.7% YoY
- EBIDTA before forex and other income at INR 1,060.3 crore, an increase of 31.9% YoY; EBITDA margin is at 20.0%
- Net Profit after JV share, minority interest at INR 585.4 crore vs. INR 528.5 in the corresponding previous period, an increase of 10.8% YoY
- Basic & Diluted EPS is INR 9.99 per share
- Research & Development (R&D) spend at INR 231.3 crore, 4.4% of revenues
- Net organic capex for the quarter ~US\$ 63 million

## FY19 performance

- Revenue from operations at INR 19,563.6 crore, witnessed a growth of 18.6% YoY
- EBIDTA before forex and other income registered a growth of 4.3% YoY to INR 3,951.9 crore. EBITDA margin is at 20.2%
- Net Profit after JV share, minority interest at INR 2,364.7 crore vs. INR 2,423.2 crore in the corresponding previous period
- Basic & Diluted EPS is INR 40.36 per share
- Research & Development (R&D) spend at INR 871.6 crore, 4.5% of revenues
- Net organic capex was ~US\$ 225 million



## Business Highlights – Q4FY19 & FY19

### US Formulations

- In FY19, US revenue increased by 21.3% YoY to INR 9,030.7 crore compared to INR 7,442.1 crore in FY18, accounting for 46.2% of consolidated revenue. On constant currency basis, revenue grew by 11.8% YoY to US\$ 1,292 million
- US revenue for Q4FY19 witnessed a robust growth of 42.7% YoY to INR 2,481.1 crore, accounting for 46.9% of consolidated revenue. On constant currency basis, revenue grew by 30.4% YoY to US\$ 353 million
- Filed 22 ANDAs with USFDA including 6 injectables in Q4FY19 and 63 ANDAs including 21 injectables in FY19
- Received final approval for 8 ANDAs in Q4FY19 and 48 ANDAs including 8 injectables in FY19
- Launched 15 products including 4 injectables in Q4FY19 and 50 products including 12 injectables in FY19
- During the quarter, Acrotech Biopharma LLC., a wholly owned subsidiary of Aurobindo Pharma USA Inc., which in turn is a wholly owned subsidiary of the Company has successfully completed the acquisition of 7 branded oncology injectable products from Spectrum Pharmaceuticals Inc.

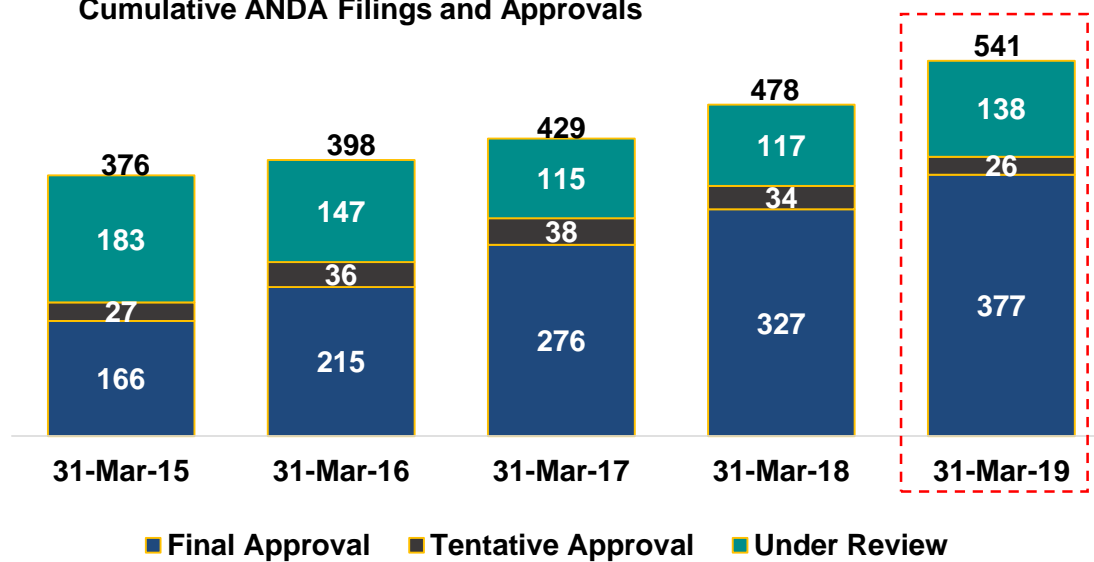
### EU Formulations

- In FY19, EU revenue posted a growth of 13.9% YoY to INR 4,960.2 crore, accounting for 25.4% of consolidated revenue. In Euro terms, revenue grew by 6.6% YoY
- EU revenue in Q4FY19 witnessed a growth of 13.9% YoY to INR 1,311.8 crore, accounting for 24.8% of consolidated revenue. In Euro terms, revenue grew by 12.7% YoY
- During the quarter, the company has successfully completed the acquisition of Apotex's commercial operations and certain supporting infrastructure in five European countries



# US Filings Snapshot

Cumulative ANDA Filings and Approvals



Therapy	ANDAs	Addressable Market Size (US\$ Bn)
Anti Diabetic	19	9.2
ARV**	42	5.7
CNS	95	24.8
Controlled Substances	17	1.4
CVS	84	24.7
Gastroenterological	32	3.6
Ophthalmics	12	0.5
Others	167	16.8
Penem	2	0.4
Respiratory (inc. Nasal)	14	0.7
Oncology & Hormones	24	8.0
SSP & Cephs	30	0.8
Dermatology	3	1.3
<b>Total</b>	<b>541</b>	<b>97.8</b>

As per IQVIA Mar 2019, addressable Market at US\$ 97.8 Bn including ~US\$ 65.7 Bn for Under Review and Tentative Approvals

Unit wise ANDA Filings as on 31-Mar-2019

Site	Details	Final Approval	Tentative Approval*	Under Review	Total
Unit III	Oral Formulations	115	10	2	127
Unit IV	Injectables & Ophthalmics	58		48	106
Unit VIB	Cephalosporins Oral	11			11
Unit VII (SEZ)	Oral Formulations	136	14	18	168
Unit X	Oral Formulations	6	2	34	42
Unit XII	Penicillin Oral & Injectables	19		1	20
Aurolife & Aurolife - I	Oral Formulations	20		12	32
AuroNext	Penem Injectables	2			2
Eugia	Oral & Injectable Formulations	4		18	22
APL Healthcare	Oral Formulations			5	5
Others		6			6
<b>Total</b>		<b>377</b>	<b>26</b>	<b>138</b>	<b>541</b>

\*Tentative Approvals (TAs) include 9 ANDAs approved under PEPFAR; \*\* Does not include the addressable market of the products approved under PEPFAR



# Consolidated Financial Performance – Q4FY19

Value INR Cr	Q4 FY19	Q4 FY18	% Chg
Formulations	4,373.6	3,248.6	34.6
API	916.8	799.6	14.6
<i>Formulations % of sales</i>	<i>82.7%</i>	<i>80.2%</i>	
<b>Revenue from Operations</b>	<b>5,292.2</b>	<b>4,049.1</b>	<b>30.7</b>
Gross Profit	2,919.6	2,379.6	22.7
Overheads	1,859.3	1,575.6	18.0
<b>EBIDTA (before Forex &amp; other income)</b>	<b>1,060.3</b>	<b>804.0</b>	<b>31.9</b>
	<b>20.0%</b>	<b>19.9%</b>	
Fx Gain / (Loss)	-2.8	-15.9	
Other Income	32.3	43.8	-26.4
Finance Cost	50.1	24.7	102.6
Depreciation	186.6	156.6	19.1
PBT from ordinary activities	853.0	650.6	31.1
Exceptional items*	-36.2	0.0	
<b>PAT (after JV share, minority interest)</b>	<b>585.4</b>	<b>528.5</b>	<b>10.8</b>
<b>Diluted EPS</b>	<b>9.99</b>	<b>9.02</b>	
<b>Avg Fx Rate US\$ 1= INR</b>	<b>70.3265</b>	<b>64.2782</b>	

## Revenue from Operations - Breakup

Value in INR Cr	Q4FY19	Q4FY18	% Chg
USA	2,481.1	1,738.8	42.7
EU	1,311.8	1,151.6	13.9
Growth markets	289.1	209.6	37.9
ARV	291.5	148.6	96.2
<b>Total Formulations</b>	<b>4,373.6</b>	<b>3,248.6</b>	<b>34.6</b>
Betalactum	583.0	532.7	9.4
Non Betalactum	333.7	266.9	25.0
<b>Total API</b>	<b>916.8</b>	<b>799.6</b>	<b>14.6</b>
Dossier Income	1.9	0.8	
<b>Revenue from operations</b>	<b>5,292.2</b>	<b>4,049.1</b>	<b>30.7</b>

\*Exceptional items for the period represents acquisition related costs





# Consolidated Financial Performance – FY19

Value INR Cr	FY19	FY18	% Chg
Formulations	16,157.0	13,533.2	19.4
API	3,403.0	2,962.2	14.9
<i>Formulations % of sales</i>	<i>82.6%</i>	<i>82.0%</i>	
<b>Revenue from Operations</b>	<b>19,563.6</b>	<b>16,499.8</b>	<b>18.6</b>
Gross Profit	10,850.9	9,747.1	11.3
Overheads	6,899.0	5,958.6	15.8
<b>EBIDTA (before Forex &amp; other income)</b>	<b>3,951.9</b>	<b>3,788.5</b>	<b>4.3</b>
	<b>20.2%</b>	<b>23.0%</b>	
Fx Gain / (Loss)	-60.3	-16.8	
Other Income	115.7	102.0	13.4
Finance Cost	162.7	77.7	109.3
Depreciation	668.0	558.0	19.7
PBT from ordinary activities	3,176.7	3,238.1	-1.9
Exceptional items*	-88.1	0.0	
<b>PAT (after JV share, minority interest)</b>	<b>2,364.7</b>	<b>2,423.2</b>	<b>-2.4</b>
<b>Diluted EPS</b>	<b>40.36</b>	<b>41.36</b>	
<b>Avg Fx Rate US\$ 1= INR</b>	<b>69.7591</b>	<b>64.3928</b>	

## Revenue from Operations - Breakup

Value in INR Cr	FY19	FY18	% Chg
USA	9,030.7	7,442.1	21.3
EU	4,960.2	4,354.4	13.9
Growth markets	1,193.7	897.1	33.1
ARV	972.5	839.6	15.8
<b>Total Formulations</b>	<b>16,157.0</b>	<b>13,533.2</b>	<b>19.4</b>
Betalactum	2,145.9	1,992.3	7.7
Non Betalactum	1,257.1	969.9	29.6
<b>Total API</b>	<b>3,403.0</b>	<b>2,962.2</b>	<b>14.9</b>
Dossier Income	3.5	4.4	
<b>Revenue from operations</b>	<b>19,563.6</b>	<b>16,499.8</b>	<b>18.6</b>

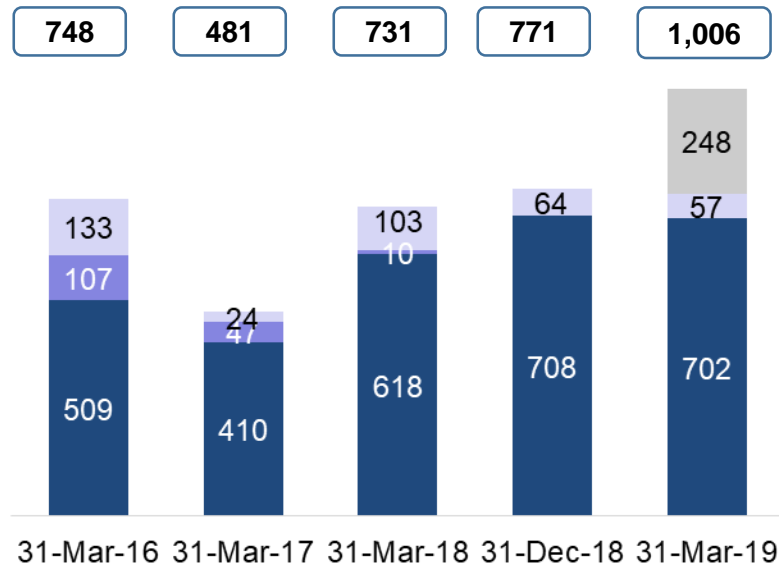
\*Exceptional items for the period represents acquisition related costs





# Debt Profile

Fx Loan US\$ Mn



- Bridge loan\*
- Other Term Loans (Subsidiaries) & Unsecured Loans
- ECB - APL
- Working Capital

Debt as on (INR Cr)	Mar-16	Mar-17	Mar-18	Dec-18	Mar-19
Closing Rate <sup>1</sup> US\$ = INR	66.25	64.85	65.17	69.775	69.155
Fx Loan restated in INR	4,956.7	3,121.5	4,766.9	5,381.8	6,959.0
Rupee Loan	46.9	244.8	4.1	289.7	8.1
Sales Tax Deferment	41.9	0.0	0.0	0.0	0.0
<b>Gross Debt</b>	<b>5,045.6</b>	<b>3,366.3</b>	<b>4,771.0</b>	<b>5,671.5</b>	<b>6,967.1</b>
Cash Balance	805.2	519.5	1,263.6	1,774.2	1,959.1
<b>Net Debt</b>	<b>4,240.3</b>	<b>2,846.9</b>	<b>3,507.4</b>	<b>3,897.3</b>	<b>5,008.1</b>
<b>Net Debt (US\$ Mn)</b>	<b>640</b>	<b>439.0</b>	<b>538.2</b>	<b>558.6</b>	<b>724.2</b>
<b>Finance Cost</b>	<b>1.8%</b>	<b>1.5%</b>	<b>2.0%</b>	<b>3.3%</b>	<b>3.2%</b>

\*Loans taken for acquisitions

Fx Debt and Fx Cash Balance are reinstated

# Thank You



For updates and specific queries, please visit our website [www.aurobindo.com](http://www.aurobindo.com)

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